

## Message Text

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PAGE 01 STATE 208812

53

ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

DRAFTED BY COMM/BIC/OED/SIPS/FECROSLEY/DJH

APPROVED BY EB/OCA/CM/JJREILLY

COMM/BIC/OED/SIPS/SSLEON

COMM/BIC/OED/OBOD/RECOHEN

STATE/ARA/NC/RCOTTMAN

COMM/BIC/OIM/TBREWER (INFO)

STATE/ARA/NC/TWSONANDRES

STATE/ARA/BC/WLOWENTHAL

STATE/ARA/EP/ASCFULLER

STATE/ARA/EP/DWEBER

----- 093934

R 231723Z AUG 76

FM SECSTATE WASHDC

TO AMEMBASSY BOGOTA

AMEMBASSY CARACAS

AMEMBASSY LA PAZ

AMEMBASSY LIMA

AMEMBASSY QUITO

AMCONSUL GUAYAQUIL

UNCLAS STATE 208812

E.O11652: N.A.

TAGS: BEXP, BL, CO, EC, PE, VE

SUBJECT: PRODUCT OPPORTUNITY - PROPOSED VISIT BY FRED

--- CROSLEY USDOC

REF.: QUITO 5108

1. STRATEGIC INDUSTRIAL PRODUCT SALES GROUP (SIPS/USDOC)  
REGRETS PREMATURE ANNOUNCEMENT BY A U.S. FIRM OF PROPOSED  
CROSLEY VISIT CITED REFTTEL AS TRAVEL AUTHORIZATION YET TO  
BE APPROVED.

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2. WHEN APPROVED BY BIC, AND IF POSTS CONCUR, CROSLEY PRO-

POSES VISIT CARACAS - OCT. 17 - 20; BOGOTA - OCT. 20-22;  
QUITO - OCT. 22-25; GUAYAQUIL - OCT. 25-26; LIMA - OCT. 26-28  
LA PAZ - OCT. 28-29.

3. PURPOSE OF PROPOSED TRIP IS TO DEVELOP SALES FOR U.S.  
ENERGY PRODUCT MANUFACTURERS THROUGH MEETINGS WITH KEY  
UTILITY, AGENCY, MINISTRY, FINANCIAL AND ENGINEERING/CON-  
SULTING PERSONNEL. FIRMS AND MINISTRIES WILL BE IDENTIFIED  
FOR POST TO ARRANGE APPOINTMENTS. REPRESENTATIVE SAMPLE  
CROSS-SECTION OF MAJOR U.S. SUPPLIERS ARE NOW PROVIDING  
INFORMATION AS TO SPECIFIC INTERESTS, INITIATIVES AND FOLLOW  
UP PLANNED FOR THEIR INDIVIDUAL COUNTRY MARKET DEVELOPMENT

EFFORTS.

4. CROSLY WOULD APPRECIATE EMBOFF ACCOMPANIMENT DURING  
APPOINTMENTS; SPEAKS NO SPANISH. DETAILS FOLLOW AFTER  
APPROVAL OF TRIP IN BIC AND BY POSTS.

5. FOR CARACAS: CALLS IN CARACAS COULD SERVE MULTI-  
PURPOSE FOR NEWLY ARRIVED TASK FORCE E/C OFFICER MCNALLY  
IN POWER GENERATION EQUIPMENT CAMPAIGN. BY WORKING  
CLOSELY WITH CROSLY, HE COULD OBTAIN VIEWS OF KEY VENE-  
ZUELAN DECISION MAKERS AND COORDINATE SALES OPPORTUNITIES  
WITH CAPABILITIES AND INTERESTS OF U.S. INDUSTRY. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 23 AUG 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Review Action:** RELEASED, APPROVED  
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**Review Transfer Date:**  
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**Subject:** PRODUCT OPPORTUNITY - PROPOSED VISIT BY FRED --- CROSLEY USDOC  
**TAGS:** BEXP, BL, CO, EC, PE, VE  
**To:** BOGOTA  
CARACAS  
MULTIPLE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006